

**Maine Milk Commission  
Dealer Margin Hearings  
Summary of Current and Proposed Dealer Margins - Plastic Quart**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 0.1343	
SG&A		0.0524	
Container		0.1153	
Dock Cost	\$ 0.3215	\$ 0.3020	\$ (0.0195)
Delivery	0.0865	0.1075	0.0210
Commission Fee Adjustment	0.0005	0.0005	-
Dealer Margin	\$ 0.4085	\$ 0.4100	\$ 0.0015
Milk Cost (1)	0.5187	0.5187	-
Into Store Cost	<u>\$ 0.9272</u>	<u>\$ 0.9287</u>	<u>\$ 0.0015</u>

(1) The milk costs utilized were as of September 2015

**Maine Milk Commission  
Dealer Margin Hearings  
Summary of Current and Proposed Dealer Margins - Plastic Half Gallon**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 0.1769	
SG&A		0.1048	
Container		0.1274	
Dock Cost	\$ 0.4253	\$ 0.4091	\$ (0.0162)
Delivery	0.1538	0.2149	0.0611
Commission Fee Adjustment	0.0011	0.0011	-
Dealer Margin	\$ 0.5802	\$ 0.6251	\$ 0.0449
Milk Cost (1)	1.0374	1.0374	-
Into Store Cost	<u>\$ 1.6176</u>	<u>\$ 1.6625</u>	<u>\$ 0.0449</u>

(1) The milk costs utilized were as of September 2015

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Summary of Current and Proposed Dealer Margins - Plastic Gallon**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 0.3444	
SG&A		0.2096	
Container		0.1756	
Dock Cost	\$ 0.6907	\$ 0.7296	\$ 0.0389
Delivery	0.3460	0.4299	0.0839
Commission Fee Adjustment	0.0022	0.0022	-
Dealer Margin	<b>\$ 1.0389</b>	<b>\$ 1.1617</b>	<b>\$ 0.1228</b>
Milk Cost (1)	2.0748	2.0748	-
Into Store Cost	<b><u>\$ 3.1137</u></b>	<b><u>\$ 3.2365</u></b>	<b><u>\$ 0.1228</u></b>

(1) The milk costs utilized were as of September 2015

**Maine Milk Commission  
Dealer Margin Hearings  
Summary of Current and Proposed Dealer Margins - 10 Quart Dispenser**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 1.9042	
SG&A		0.5239	
Container		0.7793	
Dock Cost	\$ 1.8855	\$ 3.2074	\$ 1.3219
Delivery	0.6921	1.0746	0.3825
Commission Fee Adjustment	0.0054	0.0054	-
Dealer Margin	<b>\$ 2.5830</b>	<b>\$ 4.2874</b>	<b>\$ 1.7044</b>
Milk Cost (1)	5.1871	5.1871	-
Into Store Cost	<b><u>\$ 7.7701</u></b>	<b><u>\$ 9.4745</u></b>	<b><u>\$ 1.7044</u></b>

(1) The milk costs utilized were as of September 2015

**Maine Milk Commission  
Dealer Margin Hearings  
Summary of Current and Proposed Dealer Margins - 20 Quart Dispenser**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 3.8182	
SG&A		1.0478	
Container		0.7793	
Dock Cost	\$ 3.7709	\$ 5.6453	\$ 1.8744
Delivery	1.3842	2.1493	0.7651
Commission Fee Adjustment	0.0108	0.0108	-
Dealer Margin	\$ 5.1659	\$ 7.8054	\$ 2.6395
Milk Cost (1)	10.3742	10.3742	-
Into Store Cost	<u>\$ 15.5401</u>	<u>\$ 18.1796</u>	<u>\$ 2.6395</u>

(1) The milk costs utilized were as of September 2015

**Maine Milk Commission  
Dealer Margin Hearings  
Summary of Current and Proposed Dealer Margins (including rate of return) - Plastic Quart**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 0.1343	
SG&A		0.0524	
Container		0.1153	
Dock Cost	\$ 0.3215	\$ 0.3020	\$ (0.0195)
Delivery	0.0865	0.1075	0.0210
Commission Fee Adjustment	0.0005	0.0005	-
Dealer Margin (before rate of return)	\$ 0.4085	\$ 0.4100	\$ 0.0015
Rate of Return on operating costs (2)	-	0.0103	0.0103
Milk Cost (1)	0.5187	0.5187	-
Rate of Return on milk costs (2)	-	0.0156	0.0156
Into Store Cost	\$ 0.9272	\$ 0.9546	\$ 0.0274

(1) The milk costs utilized were as of September 2015

(2) A 2.5% rate of return was applied to the dealer margin for the benchmark group

**Maine Milk Commission  
Dealer Margin Hearings**

**Summary of Current and Proposed Dealer Margins (including rate of return) - Plastic Half Gallon**

	Current ME Cost	Proposed Cost	Increase (Decrease)
Processing		\$ 0.1769	
SG&A		0.1048	
Container		0.1274	
Dock Cost	\$ 0.4253	\$ 0.4091	\$ (0.0162)
Delivery	0.1538	0.2149	0.0611
Commission Fee Adjustment	0.0011	0.0011	-
Dealer Margin (before rate of return)	<b>\$ 0.5802</b>	<b>\$ 0.6251</b>	<b>\$ 0.0449</b>
Rate of Return on operating costs (2)	-	0.0156	0.0156
Milk Cost (1)	1.0374	1.0374	-
Rate of Return on milk costs (2)		0.0311	0.0311
Into Store Cost	<b><u>\$ 1.6176</u></b>	<b><u>\$ 1.7092</u></b>	<b><u>\$ 0.0916</u></b>

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**Summary of Current and Proposed Dealer Margins (including rate of return) - Plastic Gallon**

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Processing		\$ 0.3444	
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Container		0.1756	
Dock Cost	\$ 0.6907	\$ 0.7296	\$ 0.0389
Delivery	0.3460	0.4299	0.0839
Commission Fee Adjustment	0.0022	0.0022	-
Dealer Margin (before rate of return)	<b>\$ 1.0389</b>	<b>\$ 1.1617</b>	<b>\$ 0.1228</b>
Rate of Return on operating costs (2)	-	0.0290	0.0290
Milk Cost (1)	2.0748	2.0748	-
Rate of Return on milk costs (2)		0.0622	0.0622
Into Store Cost	<b>\$ 3.1137</b>	<b>\$ 3.3277</b>	<b>\$ 0.2140</b>

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**Maine Milk Commission  
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Processing		\$ 1.9042	
SG&A		0.5239	
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Dock Cost	\$ 1.8855	\$ 3.2074	\$ 1.3219
Delivery	0.6921	1.0746	0.3825
Commission Fee Adjustment	0.0054	0.0054	-
Dealer Margin (before rate of return)	<b>\$ 2.5830</b>	<b>\$ 4.2874</b>	<b>\$ 1.7044</b>
Rate of Return on operating costs (2)	-	0.1072	0.1072
Milk Cost (1)	5.1871	5.1871	-
Rate of Return on milk costs (2)		0.1556	0.1556
Into Store Cost	<b><u>\$ 7.7701</u></b>	<b><u>\$ 9.7373</u></b>	<b><u>\$ 1.9672</u></b>

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Processing		\$ 3.8182	
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Container		0.7793	
Dock Cost	\$ 3.7709	\$ 5.6453	\$ 1.8744
Delivery	1.3842	2.1493	0.7651
Commission Fee Adjustment	0.0108	0.0108	-
Dealer Margin (before rate of return)	<b>\$ 5.1659</b>	<b>\$ 7.8054</b>	<b>\$ 2.6395</b>
Rate of Return on operating costs (2)	-	0.1951	0.1951
Milk Cost (1)	10.3742	10.3742	-
Rate of Return on milk costs (2)		0.3112	0.3112
Into Store Cost	<b><u>\$ 15.5401</u></b>	<b><u>\$ 18.6859</u></b>	<b><u>\$ 3.1458</u></b>

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